



Exam : 000-388

Title : Storage Sales, Version 6

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QUESTION 1:

Certkiller .com has a requirement to add twelve additional servers (dual attached) to their existing two Brocade 16 port SAN Switches that have no more ports available. Which of the following SAN switches should be recommended to accommodate the current capacity requirement, allow for future growth, and provide 2 GB support?

- A. One Cisco 5428 Storage Router
- B. One IBM TotalStorage SAN Switch (2109-F16)
- C. One IBM TotalStorage SAN Switch (2109-M12)
- D. One CNT FC/9000-64 Fiber Channel Director (2042-001)

Answer: C

QUESTION 2:

Certkiller .com wants to consolidate and optimize their IT infrastructure. Which of the following represents the best way to impress the customer with the financial benefits of the IBM TotalStorage solution?

- A. Use the TCONow! tool to demonstrate how to improve the TCO.
- B. Bring the customer to an IBM TotalStorage Solution Center to demonstrate the IBM TotalStorage product portfolio.
- C. Make a detailed technical presentation.
- D. Design an implementation plan to address business needs.

Answer: A

QUESTION 3:

Which of the following is NOT an iSCSI characteristic?

- A. Block level I/O
- B. IP network attached
- C. Interfaces via NFS
- D. Requires no changes to the application

Answer: C

QUESTION 4:

An IBM eServer zSeries server customer, with two locations 250 kilometers apart, is constantly struggling to balance workload across the two locations. The I/T staff wants one data center as a recovery location, should the other site suffer a planned or unplanned outage.

Which of the following IBM TotalStorage Enterprise Storage Server capabilities most cost effectively meets the customer's need without impacting performance?

- A. Global Mirror (XRC)
- B. PPRC Metro Mirror (synchronous PPRC)
- C. Parallel Access Volumes (PAV)
- D. Data Migration Service Offering

Answer: A

QUESTION 5:

When selecting backup/restore software, the primary performance characteristic to evaluate is:

- A. Efficiency of data back up
- B. Efficiency of data restore
- C. Efficiency of data management tools
- D. Availability of LAN free backup

Answer: B

QUESTION 6:

The best approach for ensuring the customer will receive adequate product training is to review existing skill levels against required skills and do which of the following?

- A. Provide the customer with the IBM education schedule
- B. Provide the customer with product documentation on CD
- C. Map training requirements onto project and education schedules
- D. Use sales technical staff to provide on-the-job training to customer technical staff

Answer: C

QUESTION 7:

Certkiller .com has twelve racks of IBM TotalStorage Serial Disk System (7133-D40s). They want to maintain their current performance while moving to a

centralized storage solution. Which of the following storage products would be most suitable?

- A. IBM TotalStorage Data Retention 550
- B. IBM TotalStorage Virtual Tape Server
- C. IBM TotalStorage Expandable Storage Plus
- D. IBM TotalStorage Enterprise Storage Server

Answer: D

QUESTION 8:

A medium sized communications firm has expressed an interest in meeting with a storage sales specialist to discuss their IT strategy. They have also expressed an interest in storage area networks. They currently have both HP and Sun UNIX servers with direct attach storage and tape.

Which of the following would be most appropriate to include in the initial conversation?

- A. What is the total usable capacity on your current servers?
- B. What is your current backup/recovery software?
- C. How many servers do you have in total?
- D. What is driving your IT decisions?

Answer: D

QUESTION 9:

Certkiller .com has the following key customer requirements for a server consolidation initiative using an IBM enterprise storage solution:

- * centralizing enterprise computing workloads,
- * consolidating data and applications,
- * reducing complexity, and
- * increasing systems management efficiency.

Which of the following is LEAST important for their server consolidation?

- A. Simplification of operations
- B. Reliability and serviceability
- C. Responsiveness to changing requirements
- D. Reduced power and cooling requirements

Answer: D

QUESTION 10:

A mid-market food service company's infrastructure currently consists of ERP/electronic procurement/business intelligence on an IBM eServer iSeries server along with multiple Intel-based servers for file/print and email applications. Which of the following strategies would be the most appropriate to communicate to the Chief Information Officer (CIO)?

- A. The advantages of a storage area network
- B. IBM's focus on e-business On Demand and how IBM storage products apply
- C. IBM TotalStorage products family overview
- D. IBM's storage patent accomplishments

Answer: B

QUESTION 11:

Which of the following is NOT a top business challenge that is being addressed with the evolution to an On Demand storage environment?

- A. Improved application availability
- B. Improved server performance
- C. Optimized storage utilization
- D. Enhanced storage personnel productivity

Answer: B

QUESTION 12:

Certkiller .com has a heterogeneous environment. Their storage costs are rising as a percentage of their IT budget. They want the ability to scale their storage infrastructure to meet rapidly changing business conditions. Which of the following would be most appropriate to discuss with the customer?

- A. Storage Virtualization
- B. On Demand Environment
- C. Information Lifecycle Management
- D. Tiered Storage Hierarchy

Answer: B

QUESTION 13:

When governmental regulations require Certkiller .com to maintain records for long periods of time and maintain media without changes, which of the following IBM TotalStorage product should be recommended?

- A. IBM TotalStorage DS4300 (FAStT600) Storage Server with SATA drives
- B. IBM TotalStorage Data Retention 550
- C. IBM TotalStorage UltraScalable Tape Library 3584
- D. IBM TotalStorage SAN File System

Answer: B

QUESTION 14:

Certkiller .com needs a solution that protects their host system from disruption while allowing them to make changes in their SAN physical environment. Which of the following IBM products would be best for this customer's needs?

- A. IBM Tivoli SAN Manager
- B. IBM TotalStorage SAN Volume Controller
- C. IBM TotalStorage SAN File System
- D. IBM TotalStorage Productivity Center

Answer: B

QUESTION 15:

In addition to 7 x 24 x 365 data availability in a heterogeneous UNIX environment, which of the following IBM storage functions best meets Certkiller.com's business continuance requirements?

- A. XRC (Extended Remote Copy)
- B. PPRC (Peer-to-peer Remote Copy)
- C. SRDF (Symmetrix Remote Data Facility)
- D. HACMP (High Availability Cluster Multi-Processing)

Answer: B

QUESTION 16:

Which of the following considerations would be of LEAST importance to Certkiller .com that requires continuous data availability?

- A. 24 x 7 (365) Operation
- B. Customer Satisfaction
- C. End-user Productivity
- D. Total Cost of Ownership

Answer: D

QUESTION 17:

Who would a storage sales specialist approach to discuss Certkiller .com's future business needs in relation to technology?

- A. Vice President of Marketing
- B. Database Administrator
- C. UNIX System Administrator
- D. Chief Information Officer (CIO)

Answer: D

QUESTION 18:

To assist customers with future storage plans, which of the following is most important for a storage sales professional to understand?

- A. The competitors' existing programs and trade-in offers
- B. The storage subsystem architecture and design of the vendor product
- C. An in-depth understanding of current ANSI standards and those in development
- D. The benefits of different storage technologies and the vendor's storage direction

Answer: D

QUESTION 19:

Certkiller .com wants high availability, serviceability, and performance. Which of the following solutions would best meet the customer's needs?

- A. IBM TotalStorage DS4100 (FAStT100) Storage Server with the IBM TotalStorage SAN Volume Controller
- B. IBM TotalStorage DS4300 (FAStT600) Storage Server and FAStT Storage Manager
- C. IBM TotalStorage Enterprise Storage Server with IBM TotalStorage Expert
- D. IBM TotalStorage Data Retention 550 and Tivoli Storage Resource Manager

Answer: C

QUESTION 20:

If Certkiller .com wanted to back up their UNIX systems data, which of the following IBM products would fulfill their needs?

- A. IBM Tivoli Storage Manager (TSM)
- B. IBM TotalStorage Expert
- C. IBM Tivoli Storage Resource Manager (TSRM)
- D. Backup/Recovery and Media Services (BRMS)

Answer: A

QUESTION 21:

Which of the following statements about Certkiller .com's environment best identifies their need for system availability?

- A. The Microsoft Exchange server must run 7 x 24 x 365.
- B. The Lotus Notes Mailboxes have grown 20 MB each month.
- C. The Oracle database must be backed up in less than two hours.
- D. Ninety percent of DB2 transactions must be completed in less than one second.

Answer: A

QUESTION 22:

A mainframe customer is running MVS. The customer wants a tape solution that is highly scalable and that can accommodate a minimum of 280 tape cartridges. They need the capacity to grow over time to at least twice the current capacity.

Which of the following tape solutions would be the best option?

- A. IBM TotalStorage Enterprise Tape Drive (3592)
- B. IBM TotalStorage Enterprise Tape Library (3494-L12/D12)
- C. IBM TotalStorage LTO Ultrium UltraScalable Tape Library (3584-L32)
- D. IBM TotalStorage LTO Ultrium Scalable Tape Library (3583-L72)

Answer: B

QUESTION 23:

Which of the following is a primary business reason for using WORM technology?

- A. Digital media
- B. Regulatory compliance
- C. Life sciences research
- D. On Demand business

Answer: B

QUESTION 24:

Certkiller .com is following a storage consolidation strategy and wants to share a tape library among Microsoft Windows NT, AIX, SUN and mainframe systems. Which of the following directly attached IBM products can satisfy this requirement?

- A. IBM TotalStorage Ultrium II Tape Library (3582)
- B. IBM TotalStorage Ultrium II Scalable Tape Library (3583)
- C. IBM TotalStorage Enterprise Tape Library (3494)
- D. IBM TotalStorage Data Retention 550 with 3592 WORM Tape

Answer: C

QUESTION 25:

For which of the following environments would an iSCSI-based solution be best suited?

- A. Tape Vaulting
- B. Linux Clustering
- C. High performance UNIX systems
- D. Open Systems with sustained I/O requirements < 10 MB/sec

Answer: D

QUESTION 26:

An aerospace customer currently has EMC disk storage, HP optical storage, ADIC tape libraries, dual 16 port Brocade SAN switches, and Veritas NetBackup software. The customer needs additional disk storage for their new Microsoft Windows NT server.

Without replacing or removing any of their existing storage systems, which IBM storage solution would best allow the storage sales specialist to penetrate this account?

- A. IBM TotalStorage SAN Volume Controller
- B. IBM TotalStorage NAS Gateway 500
- C. IBM TotalStorage Expandable Storage Plus 2104
- D. IBM TotalStorage DS4300 (FAStT600) Storage Server

Answer: D

QUESTION 27:

Which of the following applications is NOT suitable for the IBM TotalStorage NAS Gateway 500?

- A. High performance database
- B. Distributed E-mail
- C. Video On Demand
- D. Web hosting

Answer: A

QUESTION 28:

Which of the following is true about the IBM TotalStorage Data Retention 550 compared with Network Appliance NearStore?

- A. Network Appliance NearStore can be redeployed for other use.
- B. Network Appliance NearStore's retention managed function is provided in separate server.
- C. IBM TotalStorage Data Retention 550 cannot be customized to the customer environment.
- D. IBM TotalStorage Data Retention 550 can attach to the mainframe.

Answer: B

QUESTION 29:

Which of the following is the best way to determine that Certkiller .com has the staff resources required to install an enterprise storage solution?

- A. Storage review
- B. Solution assurance review
- C. Executive briefing session
- D. Network solution review

Answer: B

QUESTION 30:

A storage sales specialist is calling on Certkiller .com's network and database administrators. The storage sales specialist discovers that they like the technical aspects of the IBM TotalStorage DS8000. They plan to recommend the DS8000 to their CIO who sits on the board of directors, which must approve the purchase of all hardware.

Which of the following is the next logical step for the storage sales specialist?

- A. Provide a demonstration of the DS8000 to the network and database administrators.
- B. Meet with the CIO to discuss budget and leasing options.
- C. Meet with the CEO to discuss total cost of ownership.
- D. Give a product presentation to the board.

Answer: B

QUESTION 31:

Certkiller .com is experiencing bottlenecks in their current IT environment and has expressed a desire to address this issue. The next step for a storage sales specialist would be to:

- A. Present an initial proposal to the customer.
- B. Arrange a meeting with the Board of Directors.
- C. Begin planning a storage infrastructure that addresses the customer's issue.
- D. Determine the customer's timeframe and budget for a solution.

Answer: D

QUESTION 32:

A Business Partner is presenting an IBM TotalStorage Enterprise Storage Server (2105-800) solution to the Chief Financial Officer. Which of the following would be the most important to stress in order to win the business?

- A. Scalability
- B. Business Impact
- C. Reference Selling
- D. Capacity and performance

Answer: B

QUESTION 33:

Certkiller .com has Microsoft Windows NT and Sun servers with internal disk. They are porting several applications from other platforms to these servers and need 5 TB of disk. Which of the following is the most highly available shared storage solution for Certkiller ?

- A. IBM 2104 Expandable Storage Plus
- B. IBM TotalStorage DS6800
- C. IBM TotalStorage DS4300 (FAStT600) Storage Server
- D. IBM TotalStorage NAS Gateway 500

Answer: B

QUESTION 34:

Which of the following is the best overall business justification for storage consolidation?

- A. Saves floor space
- B. Reduces batch window
- C. Reduced Total Cost of Ownership
- D. Promotes new technology

Answer: C

QUESTION 35:

Certkiller .com has a server consolidation project. They have 200 departmental servers in different locations on their campus for e-mail, print, and file serving to support 1500 users. They plan to consolidate to 20 servers with 4 TB of shared disk storage. The customer wants RAID-5 or RAID-1, has a limited budget, and anticipates 100% growth rate.

Which two of the following should be determined to help design the best solution?

- I. Data availability requirement
- II. Network hardware provider
- III. File Types and average file size
- IV. Server selection criteria

- A. I and III

- B. II and III
- C. II and IV
- D. III and IV

Answer: A

QUESTION 36:

Certkiller .com has a server consolidation project. They have 200 departmental servers in different locations on their campus for e-mail, print, and file serving to support 1500 users. They plan to consolidate to 20 servers with 2 TB of shared disk storage. The customer wants RAID-5 or RAID-1, has a limited budget, and anticipates 100% growth rate.

Which two of the following characteristics of the IBM TotalStorage Enterprise Storage Server best meets the customer's requirements?

- I. SSA disk storage
- II. Network bandwidth
- III. Centralized disk storage management
- IV. RAID-5

- A. I and II
- B. II and III
- C. II and IV
- D. III and IV

Answer: D

QUESTION 37:

Which of the following customer benefits would NOT occur with the implementation of the IBM TotalStorage Virtual Tape Server?

- A. Reduction of floor space
- B. Multiple access to tape datasets
- C. Operator efficiency and reduction of physical mounts
- D. Cartridge library reduction and better utilization of media

Answer: B

QUESTION 38:

Certkiller .com has a mainframe with 32 IBM TotalStorage Tape Drives (3490) and six IBM TotalStorage Enterprise Tape Drives (3590). The customer is looking for a

tape consolidation solution to reduce floor space and cartridge storage space. Which of the following is the best solution for their needs?

- A. IBM TotalStorage Virtual Tape Server
- B. IBM TotalStorage Enterprise Tape Library
- C. IBM TotalStorage UltraScalable Tape Library
- D. IBM TotalStorage Peer-to-Peer Virtual Tape Server

Answer: A

QUESTION 39:

Certkiller .com agreed to install an IBM TotalStorage Virtual Tape Server (VTS) for a storage consolidation project. The customer would like the Business Partner to migrate 3 TB of data from the SCK Silo to the new VTS. If the Business Partner does not have an in-house resource, who among the following should be contacted?

- A. IBM Techline
- B. IBM Global Services
- C. IBM Customer Engineer
- D. IBM Client Representative

Answer: B

QUESTION 40:

Which of the following IBM products does NOT require a solution assurance to be performed in advance of installation?

- A. IBM TotalStorage Enterprise Tape Drive (3592)
- B. IBM TotalStorage Enterprise Tape Library (3494)
- C. IBM TotalStorage Enterprise Storage Server
- D. IBM TotalStorage Virtual Tape Server

Answer: B

QUESTION 41:

Which IBM publication should be used as a pre-installation readiness document for IBM TotalStorage DS4400 (FAStT700) Storage Server?

- A. Redbooks
- B. White Papers

- C. Product Users Guide
- D. Solution Assurance Guide

Answer: D

QUESTION 42:

Certkiller .com would like to speak with a current IBM TotalStorage solutions user and perhaps conduct a site visit with a current user before making a final storage decision. Which of the following is the first place a storage sales specialist should look for this kind of information?

- A. Sales Manual
- B. Briefing Center
- C. Competency Center
- D. Customer Reference Database

Answer: D

QUESTION 43:

The 2032-064 McDATA Intrepid Director comes with a 13-month warranty. The customer requires a 3-year warranty. Which of the following should be done to properly obtain this?

- A. Use e-config.
- B. Submit a special bid.
- C. Contact McDATA directly.
- D. Contact IBM Global Services.

Answer: A

QUESTION 44:

A Business Partner is in a price competitive storage sale. The next step is to prepare the proposal for the customer. The following actions should be taken in which order to obtain additional discounting for the recommended configuration?

- I. Schedule Win Room Call
- II. Submit Special Bid
- III. Apply Business Partner Rebates/Promotions

- A. I, II, III
- B. I, III, II

- C. II, I, III
- D. III, II, I

Answer: D

QUESTION 45:

Which of the following is the most important information to obtain before installing a Try and Buy system at Certkiller .com location?

- A. The trial term
- B. The trial location
- C. The trial acceptance criteria
- D. The trial cost

Answer: C

QUESTION 46:

All of the following are benefits of leasing EXCEPT:

- A. Reduces operating costs
- B. Conserves customers' working capital
- C. Provides flexibility for technology refresh
- D. Provides more buying power through lower payments

Answer: A

QUESTION 47:

A Business Partner is proposing an IBM TotalStorage Enterprise Storage Server with the Peer-to-Peer Remote Copy (PPRC) option. Which of the following should be recommended for implementation?

- A. IBM Field Technical Sales Support
- B. IBM Global Services or Business Partner Services
- C. IBM Extended Maintenance Option
- D. IBM Technology Flexibility

Answer: B

QUESTION 48:

The IBM TotalStorage strategy includes all of the following EXCEPT:

- A. Storage Infrastructure Management
- B. Storage Virtualization
- C. Content Management
- D. Recovery Management

Answer: C

QUESTION 49:

The major benefit of the IBM TotalStorage SAN Volume Controller is that:

- A. Workflows can be automated.
- B. Infrastructure changes are non-disruptive.
- C. The value of information can be matched to the appropriate-cost storage device.
- D. Regulatory compliance data can be managed.

Answer: B

QUESTION 50:

A hospital wishes to store x-ray images using a Unix server. Once stored, the images will be accessed infrequently. When image retrieval is required, the retrieved image must be available within 45 seconds. Which of the following storage products will provide the most cost-effective solution?

- A. IBM TotalStorage 3584 Tape Library with Ultrium 2 tape drives
- B. IBM TotalStorage DS4300 (FASrT600) Storage Server with SATA drives
- C. IBM TotalStorage DS6800
- D. IBM TotalStorage Enterprise Storage Server (2105-750)

Answer: B

QUESTION 51:

Certkiller .com's backup system is based on CA ARCserve Software and is backing up to a DLT Library. The customer is concerned about capacity and performance. Additionally, they want to use some Linux servers for backup. Cost and backup time are the most important issues for the customer.

Which of the following combinations of IBM products would best fit these requirements?

- A. IBM Tivoli Storage Resource Manager, IBM TotalStorage LTO Tape Library, and IBM TotalStorage DS4100 (FAStT100) Storage Server with SATA drives
- B. IBM Tivoli Storage Resource Manager, IBM TotalStorage DLT Tape Library, and IBM TotalStorage DS4300 (FAStT600) Storage Server with SATA drives
- C. IBM Tivoli Storage Manager Software, IBM TotalStorage DLT Tape Library, and IBM TotalStorage DS4300 (FAStT600) Storage Server with SATA drives
- D. IBM Tivoli Storage Manager Software, IBM TotalStorage LTO Tape Library, and IBM TotalStorage DS4100 (FAStT100) Storage Server with SATA drives

Answer: D

QUESTION 52:

IBM Tivoli Storage Resource Manager is beneficial because it helps to:

- A. Minimize disk resource inefficiencies
- B. Minimize application downtime
- C. Reduce server workloads
- D. Reduce backup windows

Answer: A

QUESTION 53:

Certkiller .com wants to consolidate their tape storage for open system backup and mainframe applications. They currently have 40,000 IBM 3490 compatible cartridges, and they are having difficulty managing their media. They also backup 100 Microsoft Windows, Sun, and IBM eServer pSeries servers on individual DLT and 8mm drives.

Which of the following would be the best solution for the customer?

- A. IBM TotalStorage Enterprise Tape Library (3494) with 3592 drives and SAN Volume Controller
- B. IBM TotalStorage Enterprise Tape Library (3494) with 3490 drives and Veritas NetBackup
- C. IBM TotalStorage Virtual Tape Server (3494), 3592 native drives, and IBM Tivoli Storage Manager
- D. IBM TotalStorage Enterprise Tape Drives (3592) with Tivoli Storage Manager and DFSMS

Answer: C

QUESTION 54:

Which of the following is NOT a feature of the IBM TotalStorage UltraScalable Tape Library (3584)?

- A. Supports both Fibre Channel Arbitrated Loop and Fibre Channel Switched network connectivity
- B. Ultra scalable to 192 LTO Gen 1 or Gen 2 tape drives and up to 6881 tape cartridges
- C. Breakthrough in capacity, performance and reliability for midrange network tape storage environments
- D. Simultaneous attachment of heterogeneous servers and applications to LTO and DLT tape logical library partitions

Answer: D

QUESTION 55:

Certkiller .com is clustering two HP/UX servers together. They want to have the ability to support RAID-1 and RAID-5 concurrently on the same storage subsystem. Which of the following products would be the least expensive solution to fulfill their needs?

- A. IBM TotalStorage Multiple Device Manager
- B. IBM TotalStorage DS4300 (FAStT600) Storage Server
- C. IBM TotalStorage Expandable Storage Plus
- D. IBM TotalStorage Enterprise Storage Server

Answer: B

QUESTION 56:

The SAN File System is designed to allow which two of the following?

- I. Sharing data across servers with high performance and full locking support
- II. Reducing application downtime and failover costs
- III. Providing one global name space for mainframe and UNIX servers
- IV. Improving the utilization of the disk infrastructure

- A. I and II
- B. I and IV
- C. II and III
- D. III and IV

Answer: B

QUESTION 57:

Certkiller .com has a heterogeneous server environment that includes Microsoft Windows, AIX, Solaris and HP-UX. They also have both an IBM TotalStorage DS4300 (FAStT600) Storage Server and an IBM TotalStorage Enterprise Storage Server.

Which of the following solutions would allow the customer to create a storage pool where they could share disk storage between server platforms?

- A. Shadow Image
- B. SAN Volume Controller
- C. Symmetrix Remote Data Facility
- D. IBM Tivoli Storage Manager

Answer: B

QUESTION 58:

In an IBM eServer pSeries Linux environment, Certkiller .com is looking for the most economical solution. Which of the following would be the best cost-effective IBM direct-access storage solution to propose?

- A. IBM TotalStorage Enterprise Storage Server
- B. IBM TotalStorage DS4400 (FAStT700) Storage Server
- C. IBM TotalStorage Expandable Storage Plus
- D. IBM TotalStorage DS6800

Answer: C

QUESTION 59:

Certkiller .com has a requirement for 5 TB of SAN attached storage. They need to support Linux as well as IBM eServer pSeries and iSeries platforms. To keep per port costs at a minimum, the customer wants to include some low priority pSeries hosts that are not directly attached to the SAN.

Which of the following combinations of products will best fit the requirements?

- I. IBM TotalStorage Enterprise NAS Gateway 500
- II. McDATA ED-6064 Enterprise Fibre Channel Director
- III. IBM TotalStorage DS6800
- IV. IBM TotalStorage DS4500 (FAStT900) Storage Server

- A. I and IV only

- B. II and III only
- C. I, II and III only
- D. I, II and IV only

Answer: C

QUESTION 60:

Certkiller .com has different Intel servers with 500 GB internal storage and one AIX Server. They want a low cost, highly available solution to consolidate their storage. Which of the following products would best fit these requirements?

- A. IBM TotalStorage NAS Gateway 500
- B. IBM TotalStorage DS4300 (FAStT600) Storage Server
- C. IBM TotalStorage Expandable Storage Plus
- D. IBM TotalStorage Enterprise Storage Server

Answer: B

QUESTION 61:

Which of the following benefits in the IBM TotalStorage Enterprise Storage Server (ESS) Model 800 was also available in the previous IBM ESS Model F20?

- A. 2 GB Fibre Channel/FICON
- B. RAID-10 capability
- C. 64 paths to disks
- D. Turbo Processing Feature

Answer: C

QUESTION 62:

Which of the following is NOT a business benefit of LTO drive technology?

- A. Mid-point load
- B. Higher capacities
- C. Choice of suppliers
- D. Designed for automation

Answer: A

QUESTION 63:

The disaster recovery functionality of IBM Tivoli Storage Manager (TSM) Extended Edition provides all of the following EXCEPT:

- A. Disaster recovery plan
- B. Off-site media tracking
- C. Bare metal restore on AIX
- D. TSM server recovery automation

Answer: C

QUESTION 64:

Certkiller .com has a mix of 25 Microsoft Windows NT and UNIX servers utilizing an IBM TotalStorage Enterprise Storage Server (ESS) F20 with 10 TB of disk, and an IBM TotalStorage DS4400 (FAStT700) Storage Server with 8 TB of disk, both connected to a McDATA 6064 switch. The customer wants to create classes of storage for production, development/test, etc.

To share storage resources across all of the servers and all available storage, which of the following would be the most effective solution?

- A. Install an IBM TotalStorage Data Retention 550 with 18 TB of DS4000 (FAStT) disk.
- B. Upgrade the IBM ESS F20 to an IBM ESS Model 800 with 18 TB of disk.
- C. Upgrade the IBM DS4400 (FAStT700) to an IBM DS4500 (FAStT900) with 18 TB of disk.
- D. Install an IBM TotalStorage SAN Volume Controller.

Answer: D

QUESTION 65:

A Solution Architect has recommended to a facilities management company that a private bundle of optical fiber be run between the primary data center and their mirror site. Which of the following is the best rationale for this recommendation?

- A. Although fiber is expensive, it is the most secure.
- B. Fiber supports multiple networking protocols.
- C. Fiber is the only networking technology that can support point-to-point distances of 10 kilometers.
- D. Fiber offers the best balance among cost, performance and security.

Answer: D

QUESTION 66:

Certkiller .com is currently backing up 30 open system servers across two 100 Mb networks. The backup traffic is impacting production LAN throughput. There is expansion capability available in the Tivoli Storage Manager server. A new server running Oracle is being added to the same computer room, and it needs to be backed up.

Which of the following would provide improved backup performance for the new Oracle server at the lowest cost?

- A. Add more disk space and tape drives to the existing Tivoli Storage Manager server.
- B. Add a dedicated network connection between the Oracle server and the Tivoli Storage Manager server.
- C. Change the whole network infrastructure in the computer room to improve backup performance over the network.
- D. Load single server license of Tivoli Storage Manager on the Oracle server and purchase the appropriate tape devices to store data.

Answer: B

QUESTION 67:

Certkiller .com with a heterogeneous environment wants to centralize their servers and storage. They want their storage to be an independent component on a separate network. Which of the following best describes what the customer is implementing?

- A. Storage Area Network
- B. Virtual Storage Network
- C. Network Attached Storage
- D. Sonnet Network

Answer: A

QUESTION 68:

The interconnection of heterogeneous servers and storage, which allows universal storage access across the enterprise, can best be described as:

- A. Local Area Network
- B. SAN File System
- C. Storage Area Network
- D. Wide Area Network

Answer: C

QUESTION 69:

Which of the following are the major benefits of a Storage Area Network?

- I. Reduced underutilized capacity
- II. Reduced power requirements
- III. Reduced cost of scalability
- IV. Reduced storage management costs

- A. I and IV only
- B. II and III only
- C. I, III, and IV only
- D. II, III, and IV only

Answer: C

QUESTION 70:

Which of the following best describes FICON?

- A. iSCSI connectivity for mainframes
- B. SCSI disk commands through an IP connection
- C. Fiber Channel connectivity for IBM eServer zSeries server platforms
- D. Average of a 10:1 channel reduction when converting from ESCON to FICON

Answer: C

QUESTION 71:

Which two of the following are characteristics of a FICON channel?

- I. 256 CU images
- II. Nonsynchronous Command Execution
- III. 200 megabits per second link rate
- IV. 4000 control unit addresses

- A. I and II
- B. I and III
- C. II and IV
- D. III and IV

Answer: A

QUESTION 72:

Which of the following is true of the comparison between the IBM TotalStorage DS4xxx (FAStT) family of storage disk products and the IBM TotalStorage DS6800?

- A. IBM DS4xxx (FAStT) family offers more scalability than the ESS.
- B. IBM DS4xxx (FAStT) supports IBM eServer iSeries server connectivity.
- C. IBM DS6800 is the only storage solution that offers copy services.
- D. IBM DS6800 supports native mainframe connectivity.

Answer: D

QUESTION 73:

Which two of the following needs careful planning and management when heterogeneous servers, such as Sun and IBM eServer pSeries, iSeries, and zSeries servers, are simultaneously accessing the same subsystem?

- I. Host attachment interfaces (host ports)
- II. Spare disk drives to ensure all hosts have assigned spares
- III. Subsystem Bus technology to isolate incompatible data
- IV. Capacity assignment and reassignment to hosts

- A. I and II
- B. I and IV
- C. II and III
- D. III and IV

Answer: B

QUESTION 74:

Which of the following represents why Certkiller .com would choose RAID-10 over RAID-5?

- A. Higher performance, higher availability
- B. Higher performance, higher usable capacity
- C. Higher usable capacity, lower cost
- D. Higher availability, lower cost

Answer: A

QUESTION 75:

Which of the following results if a drive fails in a RAID-5 environment and a hot spare is not available?

- A. Data volume is offline.
- B. Data access is Read-only.
- C. Read/Write access is suspended.
- D. Read/Write access is maintained.

Answer: D

QUESTION 76:

Which of the following does storage virtualization separate?

- A. The database index from the physical server and storage
- B. Users of a resource (server or application) from the physical issues of the resource
- C. The Fibre connections into multiple paths to the Virtual Tape
- D. Library physical disks into archived backup copies

Answer: B

QUESTION 77:

All of the following can result in cost savings for Certkiller .com by implementing an IBM TotalStorage SAN Volume Controller EXCEPT:

- A. Moving data from high cost to low cost storage
- B. Creating new storage for Linux applications
- C. Eliminating AIX application failures due to out of space conditions
- D. Reducing duplication of SAN data through more effective data sharing

Answer: D

QUESTION 78:

In comparing IBM TotalStorage Enterprise Tape Drives (3592) in an IBM TotalStorage Enterprise Tape Library (3494) with IBM TotalStorage Ultrium2 Tape Drives in an IBM TotalStorage UltraScalable Tape Library, which of the following statements is true?

- A. The IBM 3494 offers lower cost.
- B. The IBM 3584 offers greater capacity.
- C. The IBM 3592 and IBM 3494 offer greater speed.
- D. The IBM LTO tape drives can be co-located in the IBM 3494.

Answer: C

QUESTION 79:

Which of the following tape library characteristics allows the implementation of a LAN-free backup solution?

- A. SAN attachment
- B. Multiple tape drives
- C. Library partitioning
- D. Multiple library control paths

Answer: A

QUESTION 80:

Which of the following is NOT a benefit of IBM TotalStorage LTO Ultrium 2 over SDLT?

- A. Multiple drive and cartridge vendors
- B. Data transfer rate
- C. Servo tracking
- D. Capacity

Answer: C

QUESTION 81:

All of the following tape technologies use longitudinal recording techniques EXCEPT:

- A. 8mm
- B. DLT
- C. LTO
- D. IBM 3590

Answer: A

QUESTION 82:

Which of the following is a true statement regarding tape automation?

- A. Tape automation decreases the likelihood of personnel reduction policies.
- B. Tape automation reduces the number of tape IOs.
- C. Tape automation reduces operator intervention.
- D. Tape automation increases the data integrity of data stored on cartridges.

Answer: C

QUESTION 83:

Which of the following customer benefits is provided by basic tape automation technology?

- A. Reduced mount times
- B. Reduced number of tape IOs
- C. Reduced number of tape mounts
- D. Reduced number of tape cartridges

Answer: A

QUESTION 84:

The concept of virtual tape can be best described as the ability to:

- A. Create virtual tape volumes in host cache
- B. Use host software to create logical tape volumes on physical tape media
- C. Write logical tape volumes to disk and then transfer the logical volumes to tape
- D. Write data to a physical tape volume

Answer: C

QUESTION 85:

Certkiller .com has two IBM TotalStorage Enterprise Tape Libraries and two IBM TotalStorage Virtual Tape Subsystems installed. In order to eliminate all single points of failure, provide continuous availability in a local environment, or enhance the disaster recovery capabilities in a remote tape implementation, which of the following IBM tape products should be installed?

- A. IBM TotalStorage Enterprise Tape Library (3494) with IBM TotalStorage Enterprise Tape Drivers (3592)
- B. IBM TotalStorage LTO Ultrium UltraScalable Tape Library (3584) with LTO Gen 2 tape drives
- C. IBM TotalStorage Virtual Tape Controller (3494-AX0)
- D. IBM TotalStorage 3590-C14 Tape Frame

Answer: C

QUESTION 86:

An IBM eServer xSeries server customer is using an IBM TotalStorage Enterprise Storage Server in Location A and an IBM TotalStorage DS4400 (FAStT700) Storage Server for disaster recovery in Location B. The customer wants a redundant copy in Location B. Which of the following solutions will best fit this requirement?

- A. FlashCopy on an IBM TotalStorage Enterprise Storage Server
- B. IBM TotalStorage SAN Volume Controllers with PPRC
- C. Global Mirror (asynchronous PPRC)
- D. Global Copy (PPRC Extended Distance)

Answer: B

QUESTION 87:

Which of the following is the LEAST important issue for Certkiller .com to consider in the event of a complete Disaster Recovery situation?

- A. Data security
- B. Cost of lost data
- C. Data accessibility
- D. Legal protection

Answer: A

QUESTION 88:

Which of the following is the primary reason why most customers implement storage products that use clustered configurations?

- A. Availability
- B. Performance

- C. Reliability
- D. Scalability

Answer: A

QUESTION 89:

Which of the following RAID options does NOT use additional disk capacity?

- A. RAID-0
- B. RAID-1
- C. RAID-3
- D. RAID-5

Answer: A

QUESTION 90:

When implementing a business continuance plan, all of the following products offer remote copies of data EXCEPT:

- A. XRC (Extended Remote Copy)
- B. PPRC (Peer-to-peer Remote Copy)
- C. HAGEO (High Availability Geographical Cluster)
- D. HACMP (High Availability Clustering Multi-processing)

Answer: D

QUESTION 91:

Certkiller .com wants to backup a critical database using FlashCopy and keep the copy on the disk subsystem. Which of the following products does NOT support these requirements?

- A. IBM TotalStorage SAN Volume Controller with DS4xxx (FAStT)
- B. IBM TotalStorage Enterprise Storage Server
- C. IBM TotalStorage DS4400 (FAStT700) Storage Server
- D. IBM TotalStorage Expandable Storage Plus

Answer: D

QUESTION 92:

Certkiller .com has an OLTP application that is currently running on a IBM eServer pSeries server. The OLTP database resides on an IBM TotalStorage Enterprise Storage Server (ESS). The customer wants to test OLTP application changes without impacting the performance of the current application.

Which of the following ESS advanced functions would best support the customer's requirement?

- A. PPRC
- B. XRC
- C. FlashCopy
- D. PAV

Answer: C

QUESTION 93:

Which of the following is NOT an issue of business continuity?

- A. Data Sharing
- B. Data Protection
- C. Disaster Tolerance
- D. Backup / Recovery

Answer: A

QUESTION 94:

Which of the following is the basis of the data migration (from disk to tape) capability of the IBM Tivoli Storage Manager for Space Management?

- I. Age of data
- II. Size of data
- III. Type of data
- IV. Performance characteristics of data

- A. II only
- B. I and II only
- C. III and IV only
- D. I, II and III only

Answer: D

QUESTION 95:

Which of the following is a key feature of IBM Tivoli Storage Manager that allows the user to set thresholds to automatically migrate infrequently accessed data?

- A. Tivoli Storage Manager for Space Management
- B. Tivoli Storage Resource Manager
- C. Tivoli Storage Manager for Mail
- D. Tivoli Storage Manager for Databases

Answer: A

QUESTION 96:

Which of the following best describes the archive function of IBM Tivoli Storage Manager?

- A. One version of data is retained for a short period of time.
- B. One version of data is retained for a long period of time.
- C. Two versions of data are retained for a short period of time.
- D. Multiple incremental backups of data are retained for a long period of time.

Answer: B

QUESTION 97:

The archive function of IBM Tivoli Storage Manager would provide all of the following functions to Certkiller .com EXCEPT:

- A. stub file left after it is archived to tape
- B. point in time restore of the files archived
- C. deletion of a file after it is archived to tape
- D. different data retention periods depending on customer needs

Answer: A

QUESTION 98:

Which of the following are the primary selling points of the IBM TotalStorage Data Retention 550?

- I. Worm Tape attachment capability
- II. Event based Data Retention Management
- III. Fibre Channel Disk Drives
- IV. Automated Data Retention

- A. I and IV only
- B. II and III only
- C. I, II, and IV only
- D. I, III, and IV only

Answer: C

QUESTION 99:

Which of the following products allows for file sharing between heterogeneous platforms?

- A. IBM TotalStorage SAN File System
- B. IBM TotalStorage Expert
- C. IBM Tivoli Storage Manager
- D. Veritas SAN Point Control

Answer: A

QUESTION 100:

Certkiller .com would buy an IBM TotalStorage SAN File System primarily for:

- A. Inband symmetric processing
- B. Distributed management of storage volumes
- C. Introduction of a Storage Area Network into their environment
- D. Enabling heterogeneous file access

Answer: D

QUESTION 101:

An organization wishes to implement a data warehousing system, which utilizes data from its human resource, distribution, and warranty applications. These applications reside on heterogeneous UNIX systems with SSA subsystems. Which of the following is NOT a benefit to the customer by using an IBM TotalStorage Enterprise Storage Server to consolidate the storage for the applications and the data warehouse?

- A. Easy reallocation of capacity
- B. Scalability for the storage systems
- C. Modular, rack-mounted, space saving design

D. Single point of management for all storage systems

Answer: C

QUESTION 102:

Certkiller .com has several UNIX servers utilizing both IBM and EMC disk subsystems. They would like to consolidate all of their storage into one homogeneous storage pool that is accessible to all servers. They would also like to share certain data between applications that are running on different servers. Which of the following solutions should be proposed?

- A. IBM TotalStorage SAN Volume Controller
- B. IBM TotalStorage SAN File System
- C. IBM TotalStorage SAN File System with File Sharing Extensions
- D. IBM TotalStorage SAN Volume Controller and SAN File System

Answer: D

QUESTION 103:

Certkiller .com is considering a backup/restore implementation using IBM Tivoli Storage Manager on Linux. Which two of the following arguments should a storage sales specialist use when proposing an IBM tape solution to complement this implementation?

- I. IBM tape libraries and tape drives, together with IBM Tivoli Storage Manager on Linux, can help reduce maintenance costs and floor space in the customer's data center.
- II. IBM Tivoli Storage Manager does not support Linux, but IBM Tivoli Provisioning Manager is supported and is a better solution.
- III. IBM Tivoli Storage Manager supports an extensive combination of IBM TotalStorage tape libraries and tape drives on the Linux platform.

- A. I and II
- B. I and III
- C. II and III
- D. II only

Answer: B

QUESTION 104:

Certkiller .com has a software package that allows one Microsoft Windows server to

read and write to data files on disks allocated to the other Windows server. The customer purchased this software package to enable:

- A. True data sharing
- B. True data mirroring
- C. Disk copy sharing
- D. Disk capacity sharing

Answer: A

QUESTION 105:

Which of the following describes true data sharing?

- A. When multi-pathing and PPRC are required to share data in Linux environments
- B. When multiple copies of the data can be accessed from a heterogeneous environment
- C. When multiple copies of the data are accessed from the IBM TotalStorage Virtual Tape Server at the same time
- D. When a single copy of the data can be accessed from multiple platforms

Answer: D

QUESTION 106:

FlashCopy can typically reduce the batch window during the batch cycle through which of the following ways?

- A. Improving performance of the host processing by streamlining I/Os
- B. Initiating multiple job streams to increase parallelism of the application batch jobs
- C. Interacting with OS/390 workload manager to set batch job priorities based on I/O performance
- D. Making interim and checkpoint copies more quickly, reducing time spent waiting for copies to complete

Answer: D

QUESTION 107:

Certkiller .com is going to implement a write-intensive application using IBM TotalStorage DS4400 (FAStT700) Storage Server attached to an IBM eServer pSeries server in a two-initiator configuration. The customer cannot have a single point of failure.

Which of the following solutions, when implemented, would provide the greatest

performance?

- A. A RAID-0 solution
- B. A RAID-10 solution
- C. A RAID-3 solution
- D. A RAID-5 solution

Answer: B

QUESTION 108:

The TotalStorage family of products targets all of the following EXCEPT:

- A. Minimize storage costs
- B. Management of server applications
- C. Management anywhere in the network
- D. Single point of control for similar devices

Answer: B

QUESTION 109:

Which of the following enhances IBM's On Demand capabilities by optimizing capacity utilization of file systems and databases?

- A. IBM Tivoli Storage Resource Manager
- B. IBM Tivoli SAN Manager
- C. IBM TotalStorage Multiple Device Manager
- D. IBM Tivoli Storage Manager for Space Management

Answer: A

QUESTION 110:

All of the following are physical planning considerations when developing Certkiller .com's implementation plan for an IBM TotalStorage Enterprise Storage Server (2105) EXCEPT:

- A. Telephone line
- B. Electrical service
- C. Token ring connectivity
- D. Ethernet connectivity

Answer: C

QUESTION 111:

Which of the following IBM TotalStorage solutions requires a solutions assurance review?

- I. IBM TotalStorage Enterprise Storage Server
- II. IBM TotalStorage Enterprise Tape Library
- III. IBM TotalStorage SAN Volume Controller
- IV. IBM TotalStorage Virtual Tape Server

- A. I and III only
- B. I and IV only
- C. I, III and IV only
- D. II, III and IV only

Answer: C

QUESTION 112:

The solution assurance process should involve all of the following EXCEPT:

- A. Warranty
- B. Configuration
- C. Physical planning
- D. Installation schedules

Answer: A

QUESTION 113:

Certkiller .com recently had an IBM TotalStorage Ultrium Tape Library (3583-L72) installed. They are having implementation delays due to an error in the cabling configuration. Which of the following steps in the process would most likely have ensured the cables were correct?

- A. Delivery Verification
- B. Solution Assurance
- C. Implementation
- D. Order Placement

Answer: B

QUESTION 114:

Certkiller .com is planning to install IBM Tivoli Storage Manager on their primary IBM eServer pSeries server to use with their IBM TotalStorage Ultrium Scalable Tape Library (3583). Their AIX administrator is currently responsible for administering all servers in the enterprise, but has no experience with Tivoli Storage Manager.

During the implementation, which of the following will most likely be a concern?

- A. Data migration
- B. Staff skill set
- C. Data Center space
- D. Media availability

Answer: B

QUESTION 115:

Certkiller .com is buying a 64-port SAN Director. The customer would like the implementation of the Director to include zoning, SAN management configuration, and reporting capabilities. Which of the following should the sales professional do?

- A. Instruct the customer to order the IBM Product Redbooks.
- B. Provide the customers with SAN education course schedule.
- C. Include a professional services contract with the initial sale.
- D. Request the installing Customer Engineer to set up zoning and train the customer on SAN management.

Answer: C

QUESTION 116:

Which of the following is the best option when migrating data from an existing IBM TotalStorage DS4400 (FAStT700) to an IBM TotalStorage Enterprise Storage Server?

- A. FlashCopy migration
- B. IBM TotalStorage SAN Volume Controller
- C. Linux commands to make copies of data
- D. Tivoli software mirroring facilities

Answer: B

QUESTION 117:

A retail chain has purchased IBM Tivoli Storage Manager and an IBM TotalStorage Ultrium Scalable Tape Library (3583) to replace Veritas and SDLT. Which of the following would be the first step in a successful implementation?

- A. Full system backup on Tivoli Storage Manager and the IBM 3583
- B. Install and configure Tivoli Storage Manager and the IBM 3583
- C. Ensure a complete Veritas backup
- D. Remove SDLT and Veritas

Answer: C

QUESTION 118:

Who among the following does NOT need to be included in a Solution Assurance review for a storage solution implementation by a Business Partner?

- A. IBM Customer Engineer
- B. Customer Project Manager
- C. IBM Client Representative
- D. Solution Provider Project Manager

Answer: C

QUESTION 119:

Certkiller .com has ordered a fully configured IBM TotalStorage Enterprise Storage Server (ESS) with an expansion enclosure. The data center has limited space, but also has some outdated equipment that could be removed. At what point would both IBM / Business Partner and the customer most likely be made aware of the exact space requirements?

- A. When the customer places the purchase order
- B. During the solutions assurance review
- C. When the ESS arrives at the dock
- D. During the installation of the ESS

Answer: B

QUESTION 120:

Certkiller .com's IT department has maintained an IBM zSeries server, which runs the corporate back-office applications. Each department selects, purchases, and manages its own AIX or PC server. The customer has purchased an IBM TotalStorage Enterprise Storage Server because they are implementing server and storage consolidation for their AIX, Novell, Microsoft Windows NT and zSeries servers.

Which of the following training programs would NOT help the IT staff prepare for the consolidation?

- A. DFSMS Administration Course
- B. Enterprise Storage Server Administration Course
- C. AIX Systems Administration Course
- D. BRMS Administration Course

Answer: D

QUESTION 121:

After the installation of a new IBM storage subsystem, which of the following actions should a storage sales specialist take to best assess customer satisfaction?

- A. Periodically ask the customer about their level of satisfaction.
- B. Request that customer use e-mail to report any dissatisfaction.
- C. Ask to be immediately notified by the Customer Engineer of any hardware problems.
- D. Estimate the level of satisfaction based on personal assessment of product quality.

Answer: A

QUESTION 122:

Which of the following is the LEAST effective method of maintaining customer satisfaction?

- A. Cross brand planning meeting
- B. Monthly customer status meetings
- C. Opening a Critical Situation
- D. Attending events with the customer

Answer: A

QUESTION 123:

Which of the following competitors offers customers the ability to define more tape volumes than the physically installed capacity?

- A. ADIC
- B. HDS
- C. SCK
- D. Quantum

Answer: C

QUESTION 124:

Which of the following storage products has the greatest total bus bandwidth?

- A. IBM TotalStorage DS4400 (FAStT700) Storage Server
- B. CLARiiON CX500
- C. HDS Thunder 9500
- D. HP EVA3000

Answer: C

QUESTION 125:

What is the maximum FC-based total raw storage capacity offered on the EMC CX700?

- A. 16 TB
- B. 17.5 TB
- C. 35 TB
- D. 70 TB

Answer: C

QUESTION 126:

Which of the following vendors does NOT offer tape libraries as one of their storage offerings?

- A. HDS
- B. SCK
- C. HP
- D. Sun

Answer: A

QUESTION 127:

Which of the following is an SCK-claimed advantage of the SCK VSM over the IBM TotalStorage Virtual Tape Server?

- A. SCSI-attached tape drives
- B. Superior data compression
- C. Cache design and architecture
- D. Most reliable tape drive in the industry

Answer: B

QUESTION 128:

SCK claims that their Virtual Storage Manager (VSM) product will outperform the IBM TotalStorage Virtual Tape Server (VTS) because of which of the following?

- A. VSM has duplex copy.
- B. Their cartridges are shorter.
- C. Their drives have very fast time to data for a specific mount.
- D. Their cartridges can autoloader faster than the VTS.

Answer: C

QUESTION 129:

Which of the following features is an IBM advantage when comparing the SCK Virtual Storage Manager (VSM) to the IBM TotalStorage Virtual Tape Server (VTS)?

- A. Automatic tape reclamation
- B. Disk and tape (physical) storage included in same frame
- C. 3490E tape volume emulation
- D. Throughput

Answer: D

QUESTION 130:

Which of the following is the ADIC Scalar i2000 Tape Library's major advantage over the IBM TotalStorage UltraScalable Tape Library (3584)?

- A. Higher capacity
- B. Utilizes LTO-2 drives
- C. Smaller footprint
- D. Partitioning

Answer: C

QUESTION 131:

Certkiller .com has a requirement to archive data as inexpensively as possible. They want to have the ability to retrieve the data in a timely fashion and protect it from changes. The data to be archived resides in an IBM DB2 database. EMC has proposed a Centera solution.

Which of the following solutions should be proposed?

- A. IBM TotalStorage UltraScalable Tape Library
- B. IBM TotalStorage Enterprise Storage Server
- C. IBM TotalStorage Data Retention 550 with Content Manager
- D. IBM TotalStorage DS4500 (FAStT900) Storage Server with SATA drives

Answer: C

QUESTION 132:

Which of the following advantages does the EMC Data Retention product have over the IBM TotalStorage Data Retention 550?

- A. Centera has modular, open components that can be customized for Certkiller .com's environment.
- B. Centera is a single-vendor solution for regulatory compliance including hardware, software and services.
- C. Centera is mainframe-attached.
- D. Centera adds storage without adding processing power.

Answer: C

QUESTION 133:

All of the following are the key marketing features of which disk storage vendor?

* Current and future storage architecture based on Fibre Channel technology

- * Major OEM storage server provider
- * Very high internal storage bandwidth

- A. Sun
- B. HP
- C. HDS
- D. EMC

Answer: C

QUESTION 134:

Which of the following is the single point of failure in any model of EMC Symmetrix?

- A. Cache
- B. Hard Drive
- C. Power Supply
- D. Disk Director

Answer: A

QUESTION 135:

Which of the following does HDS claim about performance in the HDS 9980 V (Lightning)?

- A. Priority I/O queuing feature is supported on both mainframes and open systems
- B. Scalable cache up to 32 GB with non-definable usage
- C. Internal bandwidth equates to application throughput
- D. Performance increases as more devices are added to FC-AL loop

Answer: C

QUESTION 136:

Which of the following vendors does NOT market a disk storage solution that competes with IBM's TotalStorage DS4xxx (FAStT) product line?

- A. EMC
- B. Dell
- C. Hitachi Data Systems
- D. Fujitsu Data Systems

Answer: D

QUESTION 137:

All of the following are key competitors in the storage software market EXCEPT:

- A. CA
- B. SCK
- C. EMC
- D. HP

Answer: B

QUESTION 138:

Which of the following storage management software packages is most often used by Sun?

- A. CA ARCserve2000
- B. Legato Networker
- C. Veritas NetBackup
- D. IBM Tivoli Storage Manager

Answer: C

QUESTION 139:

Which of the following features differentiates IBM Tivoli Storage Manager from Veritas NetBackup?

- A. Automated tape reclamation
- B. Central point of management
- C. Broad platform support
- D. LAN-free backups

Answer: A

QUESTION 140:

Which of the following is true of the storage management software offered with the IBM TotalStorage Enterprise Storage Server (ESS) and the EMC Symmetrix?

- A. EMC software is a no-cost feature.
- B. IBM TotalStorage Specialist is an additional cost feature.
- C. A System Administrator can allocate LUNs on the IBM ESS without an IBM technical resource or additional cost.
- D. A System Administrator can allocate LUNs on the EMC Symmetrix without an EMC technical resource or additional cost.

Answer: C

QUESTION 141:

Who among the following is the market leader in Network Attached Storage installations?

- A. EMC
- B. HP
- C. IBM
- D. NetApp

Answer: D

QUESTION 142:

Which of the following vendors does NOT provide a NAS Gateway?

- A. EMC
- B. IBM
- C. NetApp
- D. Sun

Answer: D

QUESTION 143:

Which of the following vendors implements "in-band" storage virtualization technology via an appliance?

- A. Cisco (Storage Router)
- B. HPQ (VersaStor)
- C. EMC (Symmetrix)
- D. IBM (SAN Volume Controller)

Answer: D

QUESTION 144:

Which of the following virtualization offerings are based on an Out-of-Band Block Aggregation architecture?

- A. DataCore SANsymphony
- B. FalconSTOR IPSTOR
- C. IBM TotalStorage SAN Volume Controller
- D. Storeage

Answer: D

QUESTION 145:

Which of the following characteristics is NOT a benefit of Hitachi Data Systems as a storage product provider?

- A. High availability and reliability
- B. Performance and scalability
- C. Total storage solution vendor
- D. Storage sharing between UNIX and mainframe systems

Answer: C

QUESTION 146:

Which of the following disk vendors does NOT provide non-volatile storage (NVS) as part of their subsystem design to protect writes to cache?

- A. HPQ
- B. EMC
- C. HDS
- D. SCK

Answer: B

QUESTION 147:

Which of the following is NOT a true statement about EMC?

- A. EMC controls the resale of the used Symmetrix market.
- B. EMC pursues the NAS marketplace with Celerra and IP4700.
- C. EMC is still the market share leader in the enterprise storage segment.
- D. EMC's open architecture allows for interoperability with other storage vendors.

Answer: D

QUESTION 148:

Which of the following vendors does NOT market a Direct Attached Storage (DAS) product?

- A. LSI
- B. NetApp
- C. SCK
- D. Sun

Answer: B

QUESTION 149:

The IBM TotalStorage Enterprise Storage Server for the IBM eServer zSeries server environment was the first to offer which of the following?

- A. FlashCopy
- B. Dynamic sparing
- C. Parallel Access Volumes
- D. Peer-to-Peer Remote Copy

Answer: C

QUESTION 150:

If Certkiller .com's major decision criterion for a backup solution is reduced network load, which of the following IBM Tivoli Storage Manager features should be stressed to best compete?

- A. Co-location
- B. Server to server
- C. Progressive incremental backup
- D. Centralized administration

Answer: C

QUESTION 151:

Which of the following is the primary advantage of SCK L5500 with LTO drives over the IBM TotalStorage UltraScalable Tape Library (3584)?

- A. Support spans across the mainframe and UNIX environments
- B. Provides the lowest cost per slot
- C. Has no single point of failure
- D. Provides multiple library scalability

Answer: D

QUESTION 152:

Certkiller .com has the following environment:

- Three Sun servers
- An IBM TotalStorage Enterprise Storage Server (ESS) E20 with 4 TB
- An HDS 9200 Thunder with 3 TB
- Two SAN switches and Legato backing up to an ADIC DLT library with four DLT drives

The customer has indicated that resource consolidation and total cost reduction are critical. EMC has proposed a CX700 with 10 TB of disk and a Centera with 10 TB. Which of the following is the best TotalStorage approach to accomplish the customer's goals?

- A. Propose an LTO2 library with four drives and an IBM TotalStorage DS4400 (FAStT700) Storage Server with 20 TB of disk.
- B. Propose a study using IBM Tivoli Storage Resource Manager to determine the customer's storage utilization; then size a disk and tape solution accordingly
- C. Propose an upgrade of the IBM ESS E20 to an IBM ESS 800 with 10 TB of disk and an LTO2 Library with 3 drives and Tivoli Storage Manager.
- D. Propose to the customer a TCONow! study be conducted and then propose a comprehensive solution based on the results.

Answer: D